

Agri-Input Market Development in Azerbaijan

Fourth Quarterly Report

January–March 2003

Submitted to

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by

IFDC

An International Center for Soil Fertility and Agricultural Development

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Acronyms and Abbreviations

AMDA	Agri-Input Market Development in Azerbaijan
AN	Ammonium Nitrate
ATA	Agro-Technology Association
CPP	crop protection products
GTZ	German Agency for International Cooperation
IDP	internally displaced people
IFDC	An International Center for Soil Fertility and Agricultural Development
Mt	metric tons
PMP	Performance Management Plan
NGO	non-governmental organization
SO	Strategic Objective
TSP	triple super phosphate
USAID	United States Agency for International Development

Executive Summary

The “Agri-Input Market Development in Azerbaijan” (AMDA) project started in February 2002. This report covers the period from January to March 2003. The main aim of the project is to develop a reliable and efficient private sector distribution system for appropriate agri-inputs and the technologies they embody. This will be accomplished by establishing an agri-input dealers association supported by business development advice, credit and finance facilitation, association building as well as technology transfer and private sector extension to dealers, farmers, and related institutions and organizations.

Highlights for the reporting period include:

- ⇒ Draft by-laws were developed, discussed, and accepted by prospective association members.
- ⇒ Twelve new publications were developed and 17,450 written information materials printed and disseminated to dealers, progressive farmers, and government institutions.
- ⇒ Eleven newspaper articles were published on fertilizer application and safety handling of pesticide; one local TV station broadcast project events.
- ⇒ Fifteen seminars/workshops were conducted on various topics with 281 dealers and farmers in attendance.
- ⇒ A study tour to Georgia was conducted. Seven dealers received training on marketing, potato growing practices, and visited wholesale operations on the two fresh produce markets in Tbilisi. The dealers also visited the Fertilizer Factory in Rustavi and problems were discussed with the marketing manager concerning AN delivery to Azerbaijan.
- ⇒ An on-farm trial introducing triple super phosphate (TSP) to apple orchards was organized on 10 orchards.
- ⇒ TSP was introduced as a new fertilizer product on the Azerbaijan market. Demonstration plots and training programs explained the benefits of this product, which has resulted in initial sales of 50 mt.
- ⇒ All nine dealers who received credit paid their installments on time; 100% payback rate.
- ⇒ According to a survey conducted, agri-input dealers invested \$92,120 in their shops and warehouses.
- ⇒ Europlant donated 60 mt of high-yielding seed potatoes through an initiative of the project; AMDA received 5 tons without costs for demonstrations; total value of seed potatoes and transport cost: \$51,000.

Introduction

For consistency and ease of understanding, the AMDA quarterly reports follow the format of the work plan submitted in April 2002 to the United States Agency for International Development (USAID). Progress is reported for each of the four program areas: business development, access to credit and finance, technical training and private sector extension service, and association building. Periodic reports provide more detailed information on AMDA activities and progress.

Operation and Management

The fourth quarter focused on establishing formal working relationships with SO 1.3 partners. Furthermore, the German Agency for Technical Cooperation (GTZ) started a new Agricultural Policy Project. Contacts were made with the head of project, Dr. Reinhold Schuette, and future collaboration was agreed upon. The COP participated in a USAID-PMP training program in February. Mr. Ian Gregory, IFDC Market Development Division Director, visited the project in February to review the progress made to date and assist in preparation of the year II work plan. The short term consultant Hiqmet Demiri arrived in January and will stay until the end of April to work with dealers on the control of pests and diseases in wheat and potato production. During March 10-14 a training and study visit to Georgia took place with selected dealers from southern Azerbaijan.

The project was finally registered and backdated to December 31, 2002. Preparations are under way to finalize all required documentation with the respective local authorities and banks. The Association Building Specialist was laid off with immediate effect during the first part of March and the search for a replacement is currently under way.

Highlights of Project Achievements

Activities of the four program components progressed as planned. All technical related project advisory services have been highly received by the dealers. Individual contributions, such as sharing demonstration costs and the provision of regular market information are being made by a core group of progressive dealers.

Sixty tons of seed potatoes were provided by the German potato breeder EUROPLANT to Tovus Baltiya (55 tons) and the project (5 tons). The project initiated the contacts; Tovus Baltiya paid for the transport costs amounting to \$24,000 and took on the task to register the various varieties delivered. The value of seed potatoes delivered amounts to \$27,000.

Business Development and Training

Work Plan Year 1 indicators are:

- 1. Identification of potential customer clients.*
- 2. Presentation of project support.*
- 3. Training of customer clients.*
- 4. Development of business plan.*
- 5. Collection of agri-inputs market information.*
- 6. Processing of international importation price requests.*
- 7. Arranging of imports.*
- 8. Accomplishments of training workshops.*

The identification of dealers in the project regions are updated on a regular basis. Presently, AMDA project has close contacts with 80 agri-input dealers. Additional 30 dealers are attending AMDA meetings on an irregular basis. Although many more dealers indicate an interest to join the association, it is expected that many will not be large enough to cover the suggested association dues of \$50.

The project staff has explained very clearly that business development demands an individual dealer contribution. Initially this was misunderstood by dealers who considered the

AMDA activities in line with humanitarian projects which granted in-kind contributions. Dealers are now beginning to get a better understanding of the project's aims and support functions. Currently, a core group of dealers are providing details of trading volumes and financial figures. This core group is expected to lead the way and act as change agents with others following their lead.

Three dealers were introduced by AMDA to the EMA-company and became representatives in their respective working areas for EMA pesticides. EMA has a staff of agronomists that provide training to their regional representatives. The dealers are optimistic that they will be able to increase their pesticide sales and deliver an improved service to their clients. EMA has a good reputation and is one of the few companies trusted when it comes to the sale of pesticide products.

The collection of commodity price information continued with LoL and a market information bulletin was published and distributed on a monthly basis.

Training courses on fertilizer marketing were held in the Ismaili, Guba, Ganja and Sheki regions. Dealers received an introduction into the basics of marketing combining the promotion of fertilizer, application, technical information (such as product quality), estimating demand, keeping lists of regular clients, calculating prices, how to react about complaints, and enabling economies of scale at purchase.

A study tour and training visit was conducted to Georgia. Each dealer paid \$50 into the association fund for covering the costs of organizing the tour. The training was provided by ATA, a former ACDI/VOCA supported private consulting company. Seven selected participants received an introduction into marketing related issues and potato production practices. Two fresh product wholesale markets in Tbilisi were visited including discussions with traders on how marketing takes place in Georgia with particular emphasis on quality, sorting, grading and packaging. In addition, the Red Bridge Market, which is a traders market on the Georgia/Azerbaijan border was visited.

As part of the tour, dealers visited the Rustavi Chemical Plant where the marketing manager explained the current problems in AN production and why production was stopped. Dealers presented their views on problems related to packaging and the variance in the standard weight of AN 50 kg bags. The Rustavi Chemical Plant was recently bought by the Russian company ITERA and is undergoing a restructuring process. The marketing manager promised to forward the problems that were discussed to the new management.

The aim of the study tour was to increase awareness of changes in neighboring countries in order to facilitate a higher and stronger motivation to change attitudes and learn from practical experiences: seeing is believing. In both countries potato production plays an important role to supply domestic and Russian export markets. For farmers, potato production is seen as a very good cash crop and often takes a leading role in increasing productivity.

Dealers learned about production structures in Georgian potato production, their associated problems, and how to overcome them. Furthermore, technical production issues were compared in order to find solutions to increase productivity. The visit to Rustavi Fertilizer Plant aimed at improving the relationship between the plant and the Azerbaijan traders in view of increasing sales and solving various technical problems related to the delivery of Rustavi AN to Azerbaijan.

During this reporting period, Hiqmet Demiri, a short term consultant focused on delivering seminars to dealers in regards to controlling pests and diseases in wheat and potato production. In collaboration with the Federation of The Red Cross, three posters were developed on proper crop rotation to increase soil fertility through farm management practices.

A detailed survey is being conducted in the major wheat growing areas of Ismaili, Sheki, Masalli and Jalilabad. Large wheat producers and major millers are being interviewed in order to learn more about their individual and sectoral problems. In 2002, 450,000 MT of wheat was imported from Kazakhstan. With a proper flow of information and the formation of a cluster-based strategy approach there is no reason why Azerbaijan could not be self sufficient in wheat. The aim of the study is to formulate a way to enable an improved information flow between

producers, agri-input dealers and the milling sector to learn more about each others problems and what can be done to improve the communication and solve the current problems of the production/marketing chain. This is especially true in the Sheki and Ismailli regions due to climatic conditions and prevailing farming systems where wheat plays a dominant role. Increased productivity in wheat production is seen as an entry point to facilitate a change of wheat dominated production systems to a mixed farming system.

Credit and Finance

Work Plan Year 1 indicators are:

- 1. Developing a compendium of providers for agricultural credit.*
- 2. Identification of credit tools.*
- 3. Conducting training workshops.*
- 4. Preparation of credit applications in collaboration with dealers.*
- 5. Number of credits awarded to clients.*

An investment survey of dealers was conducted to analyze their current business activities. The total investment by AMDA dealers during the period February to December 2002 amounts to \$92,130. This clearly indicates that a large number of dealers see their future in agri-input supply and are willing to invest their own capital in expanding their businesses. Nearly all funds were used to either renovate shops or erect new storage facilities. This shows both the improvement of qualitative services and an expansion in business. This is also a sign of a positive vision leading to economic development in rural areas. The AMDA project is planning to use this momentum to provide targeted supported to the growing dealer network.

All of the dealers who have received credit through AMDA support were visited and reminded to pay their installments in due time. No dealer defaulted and all of them promised to pay regularly and on time. No credits have been issued during the reporting period as the financial requirements for dealers in the spring season are needed in November and December.

Technology Transfer and Private Sector Extension

Work Plan Year 1 indicators are:

- 1. Increased types of input products available through dealers.*
- 2. Field days for dealer clients.*
- 3. Field days for farmer clients.*
- 4. Introduce private sector extension concepts and techniques to dealers.*
- 5. Introduce safety training in handling CPP, storage, and application.*

A series of 9 technical training seminars were held on various topics (see appendix 1) with 185 dealers participating. Practical field demonstrations were given by the Fruit Tree Institute on apple pruning. Furthermore, a special training program was delivered for pests and diseases in cherry trees. The potato demonstrations currently underway are focusing on 9 different varieties under various levels of fertilizer applications. Two demonstration plots are also being developed in Zagatalla for alfalfa and maize to introduce new varieties and proper TSP application.

After demonstrating the benefits of TSP in demonstration plots, two dealers bought 10 tons of TSP to be used in apple orchards to increase yield and improve product quality. In addition, a workshop was held on potato production in Masalli presented by a Farmer-to-Farmer volunteer through ACDI/VOCA.

Potatoes have potential to be a profitable cash crop for farmers, especially in southern and to a lesser extent western Azerbaijan. However, farmers who are able to deliver a fresh product to the market 10 to 20 days before the majority of the production reaches the output markets will have a respectable income. To facilitate such timing, technical issues such as variety choice, pre-sprouting, growing in plastic tunnels to allow early emergence, irrigation, and controlling pests and diseases are of utmost importance. With this in mind, the AMDA project targets the most innovative and risk bearing dealers who in turn are working with the 20 to 25% of the most progressive farmers to achieve the required knowledge transfer.

At this point it should be noted that an increase in quality is not necessarily rewarded by consumers (higher product prices). The general purchasing power of the Azeri population is low (49% of population according to a World Bank survey¹ live under the poverty line) and Baku, seen by many as the sole domestic market outlet is insufficient to absorb all of the production. Therefore, a derived increase for agriculture products are subject to a general economic development in Azerbaijan and very specific, targeted niche products at certain times. The same applies of course for export markets which are even more competitive. The given circumstances of present trade conditions are ruled by insufficient implementation of existing government rules and regulations increasing trade costs at all levels: input markets, production, trade and output markets. However, government slowly started to interact with the private sector providing a suitable frame for trade, services and production.

Eleven articles have been published in *Yeni Azerbaijani* publication. Each issue is published for 1,500 paying subscribers resulting in an estimated readership of 16,500 people. The articles focused on fertilizer handling and storage as well as safety guidelines for pesticides. Various posters (potato, crop rotation), leaflets (technical issues) and brochures (safety handling of pesticides, pest and diseases) were published. A total of 17,450 technical information materials (see appendix 4) were published and distributed to dealers, selected farmers, government institutions and interested partner projects. These publications are given to dealers who in turn distribute them to farmers when they purchase inputs at the dealer's shop.

In the spring and fall demand for publications are in general higher as compared to other seasons of the year. Posters are fixed to walls in shops and offices. Dealers are encouraged to put up an information board in their shops with information relevant for their farmer customers. Marketing and promotion of agro-input products on sale are still new to dealers. However, the first signs are encouraging as the demand for technical information and new and improved products is increasing.

Presently AMDA and the World Bank extension project are the largest distributors of general, technical, and innovative written information material. This information is highly

¹ State Program on Poverty Reduction and Economic Growth 2003-2005. Baku 2002; page 30.

appreciated at all levels: farmers, dealers and agriculture related institutions. AMDA collaborates with the World Bank Extension Project and the Federation of International Red Cross for targeted publications. However, the large farming population of 815,000 farm families needs a well planned approach to address the different levels of farm structures (resource-full and resource-poor farmers). Presently, extension services are scattered and no baseline data survey exists as to quantify and identify future agriculture development trends in view of comparative advantages, competitiveness of different crops, technical advice to increase productivity and promotion of marketing outlets for farmers.

Based on AMDA project observations and calculations of various gross margins, several crops that have a competitive advantage in their regions were identified for promotion: vegetables, potatoes and citrus fruit trees in the south; fruit trees such as apples and cherries in the north; wheat in the north-west; and potatoes, vegetables and fruits in the western parts of Azerbaijan. Demonstrations and trials are focusing on the aforementioned crops. Inputs used to increase productivity are certified seeds, fertilizers, and appropriate pesticides. Technical means of production will include drip irrigation, plastic tunnels, and greenhouses. Farm managing practices are crop rotation, appropriate growing practices, early planting, gross margin calculations, and general farm practices. Supporting systems such as product marketing, private extension including demonstrations and on-farm trials are promoted.

Association Building

Work Plan Year 1 indicators are:

- 1. Association organizational meetings.*
- 2. Association registration and elections.*
- 3. Association advocacy, media events, and position papers.*
- 4. Association business plan.*
- 5. Trade missions to Turkey, Albania, and Greece.*

Regional meetings on the draft by-laws for the Agri-Input Dealers Association have been conducted in Ismailli, Sheki, Guba, Masalli and Ganja with a total of 96 dealers participating. Topics of discussion were: association principles, functions of the General Assembly, functions

of the Executive Council, and Regional Vice Presidents elections. All preparations were made for the Executive Council election in early April. The draft by-laws were screened by a lawyer prior to the completion of the final version.

The prospective association members are those who have regularly attended AMDA regional meetings. In general they have shown a willingness and courage to team up and become progressive leaders of advanced agricultural producer practices and providers of modern agri-inputs. In addition they have put at risk their own capital to introduce innovations and take on a role as agents of change for private sector extension services. Presently, they see their role on a regional level; however, with the establishment of the association the national interest should surface and form a cohesive bond amongst all dealers. The AMDA project is placing an emphasis on improving farmer-dealer relationships so as to provide a sound economic base for future growth. Both building a sound economic base and increasing motivation as agent of change for agriculture policies are going to be the tasks of year two implementation.

During election preparations for the executive council it became very clear that membership contributions will be a dividing line among dealers. A contribution of the annual fee amounting to \$50 is seen by some as too high. Regardless of the amount that is finally agreed upon and decided at the General Assembly in May 2003, the economic sustainability of the association is of utmost importance. Dealers unwilling or unable to pay do not qualify as laid down in the statute. There is a provision of getting access to limited services offered by the association at half membership fee. According to present and future agriculture activities in Azerbaijan, it is expected that only a limited number of dealers will be needed and have the ability to generate sufficient income to become economically sustainable.

Leveraged Support and Cooperation

- The AMDA project closely collaborates with Land O Lakes and ACDI/VOCA on issues related to agricultural development and provision of credits for dealers.
- AMDA collaborates with Land O' Lakes and CHF on publishing the Agricultural Commodity Price Bulletin.
- AMDA established contacts with the new GTZ project: Agricultural Policy Project.
- After discussion with the Israel Embassy it was concluded to collaborate for the import of drip irrigation for April 2003.
- AMDA is continuously developing international contacts and fostering relations with the private sector for seed and fertilizer supplies (Europlant, SEMINIS, Jecot, Rustavi Chemical Plant, etc.).
- EUROPLANT donated 60 tons of seed potatoes (\$27,000) in total after negotiation with AMDA to Tovus Baltiya whereby 5 tons are to be used for AMDA demonstrations; Tovus Baltiya paid the transport cost of \$24,000.
- AMDA concluded with ATA/Horizon in Georgia a series of 4 training workshops for potatoes, fruit trees and vegetables growing practices and marketing of agricultural products.

AMDA Activities by Quarter

January–March 2003

FOURTH QUARTER ACTIVITIES	ACCOMPLISHMENTS
I. Business Development	
Fertilizer marketing and private sector extension	5 seminars were held with 82 participants
Introduction of new fertilizer	Dealers sold 50 mt of TSP.
Study tour to Georgia	7 dealers participated in potato growing practice, marketing and fertilizer factory information
II. Credit and Finance	
Private investments by dealers for shops and warehouses	Total amount Feb–Dec 2002: \$92,130
Repayment of Dealer Credits	All dealers paid their respective installments; no defaulters.
III. Association Building	
Development of association by-laws	96 dealers participated in 5 seminars
Preparation for Executive Council elections	Election procedures developed and approved by dealers
IV. Technology Transfer and Private Sector Extension	
Seminars	13 dealers attended seminar on cherry production; 65 dealers attended 3 seminars on potato production, pest and diseases; 25 dealers attended seminar on weed control in wheat production.
Demonstrations and trials	9 potato variety demonstration initiated with different fertilizer application rates; 1 maize demonstration initiated; 1 alfalfa demonstration initiated; winter pruning in 12 apple orchards; 10 fertilizer on-farms trials in apple orchards;
Media	17,450 leaflets, brochures and posters printed and disseminated; 12 new publications developed and printed; 1 local TV broadcast aired on orchard services.
Number of dealers and farmers trained	15 seminars/workshops attended by 281 participants

**Appendix 1: Project Meetings Held with Agri-Input Dealers
January–March 2003**

Title	Venue/Date	No. of Participants
By-Law Discussion	Ismaili, 09.01.03	24 Participants
"	Guba, 10.01.03	13 Participants
"	Masalli, 14.01.03	22 Participants
"	Ganja, 16.01.03	26 Participants
"	Sheki, 17.01.03	11 Participants
Diseases in Cherry Production	Guba, 10.01.03	13 Participants
Pests and Diseases in Potato Production	Ismaili, 23.01.03.	24 Participants
"	Ganja, 27.01.03	17 Participants
Fertilizer Marketing and Private Sector Extension	Guba, 21.02.03	14 Participants
Weed Control in Wheat Production	Masalli, 28.02.03	25 Participants
Fertilizer Marketing and Private Sector Extension	Ganja, 06.03.03	29 Participants
"	Sheki, 07.03.03	16 Participants
"	Ismaili, 19.03.03	16 Participants
Potato Growing Practice	Masalli, 25.03.03	24 Participants
Study Tour Georgia Potato Growing Practice, Marketing and Fertilizer Factory	Tbilisi, 10.- 14.03.03	7 Participants
	Total	281 Participants

Appendix 2:

**Cost Sharing Contribution
January – March 2003
Value of Cost Sharing in US Dollars, 2002**

No.	Activity	Jan	Feb	Mar	Apr	May	June	July	August	Sep	Oct	Nov	Dec	Total
1	Association meetings/ member visits	1,820	780	2,005										
2	Field days/advisory visits	992		1,790										
3	Seminar/business counseling													
4	International supplier presentation/supplies			27,000										
5	Transportation	2,000		24,000										
6	Trade missions/study tours			1,090										-
7	Media coverage	150	300	200										
8	Credit obtained													
9	Grants obtained	10,000												
10	Investment by dealers	92,130												
11	Membership registration dues													
	Total US \$ / Month	107,092	1,080	56,085										
	Grand Total													
Accumulated total from Feb 2002 – to last month reported: \$288,466														

Appendix 3:

Investments in Shops and Storehouses by Agri-input Dealer, Feb to Dec 2002

No.	Name	Amounts invested in US \$		
		Repair	Construction	Purchased
	Tovus District			
1	Tagiyevs Feyruz and Chingiz	2,000	8,500	2,500
2	Shamistan Askerov	100	-	-
3	Vagif Novruzov	-	1,700	-
4	Jamal Rzayev and Natik Musayev	-	300	-
5	Aliyevs Zahid and Azer	30	-	-
6	Zabit Musayev	180	-	-
	Shamkir District			
7	Ibragim Ibragimov	30	-	-
	Samukh District			
8	Rahil Hasanov	200	-	-
	Ganja District			
9	Arif Gahramanov	2,500	-	-
10	Nusrad Gasimov	90	-	-
11	Firdousi Abdullayev	-	5,000	-
	Sheki District			
12	Asker Musayev	800	-	-
13	Shamil Gafarov	200	-	-
14	Mejnun Shukurov	5,000	-	-
	Guba District			
15	Yusif Piriyeve	-	6,000	-
16	Mubariz	-	6,000	-
17	Zakir Amirov	-	-	4,500
18	Mirkerim Guseinov	-	5,000	-
19	Rauf	-	1,000	-
20	Tofik	-	1,000	-
21	Khandadash	-	1,000	-

No.	Name	Amounts invested in US \$		
		Repair	Construction	Purchased
	Ismailli District			
22	Mail Azimov	-	-	1,200
23	Mehman Bagiyev	-	7,000	-
24	Hakim Garibov	-	6,000	-
25	Dashdamir Safaraliyev	-	500	-
	Lenkeran District			
26	Nuddadin Hasiyev	-	1,000	-
	Masalli District			
27	Shiraslan Mamedov	-	1,500	-
28	Arif Bagirov	-	-	5,500
29	Ismail Ismailov	-	800	-
	Jalilabad District			
30	Agagul Guseinov	-	1,500	-
31	Ramiz Yahyayev	-	10,000	-
32	Amirhan Guseinov	-	3,500	-
	Subtotal:	11,130	67,300	13,700
	Grand Total:	92,130		

Prepared on the basis of reports from:

- Adalet Nekhmetov, Jalilabad;
- Manuchegr Askeri, Ganja;
- Shahin Guseinov, Ismailli
- and Oleg Shevtsov, AMDA Office.

Appendix 4:**Lists of Publications**

No.	Publication	Date Published	Copies Printed
1	Wheat Varieties	29.01.2003	100
2	Seed Rates Wheat	29.01.2003	100
3	Diammonium Phosphate	29.01.2003	100
4	Urea	29.01.2003	100
5	Soil Testing	20.01.2003	100
6	Fertilizer	29.01.2003	100
7	Soil Preparation	15.01.2003	500
	January 2003		1,100
8	Fertilizer Effective Use	28.02.2003	1,250
9	Potato Growing Technology	21.02.2003	500
10	Potato Pests and Diseases	21.02.2003	500
11	Apple Growing Technology	Reprinted	750
12	Apple Pests and Diseases	Reprinted	300
13	Pesticide Safety Brochure	New	1,000
14	Fertilizer Recommendation (poster)	New	500
	February 2003		4,800
15	Potato Pests and Diseases (leaflet)	13.03.2003	1,000
16	Alfalfa Growing Practice (leaflet)	29.03.2003	1,000
17	Fertilizer Effective Use (brochure)	reprinted	1,000
18	Pesticide Safety Use (brochure)	reprinted	1,000
19	Crop Rotation (3 different posters)	17.03.2003	750
20	Various publications	reprinted	6,800
	March 2003		11,550
	Jan to March 2003		17,450

Appendix 5:**Contact List**

USAID Partners	
Shahid Paervaiz	USAID Office Baku, Senior Acquisition Officer
Peter Duffy	USAID Office Baku
Rena Effendi	USAID Office Baku
David Blood	Land O'Lakes, Country Director
David Sulaberidze	ACDI/VOCA, Country Director
Jonathan Griswold	FINCA, Operations Manager Southern Area Expansion
Phil Colgan	CDC, Country Director
Sergei Bystrin	CDC, Deputy Country Director
Jack Byrne	CRS, Program Manager
Ilham Safarov	INTERNEWS, Managing Director
Namik Heydarov	INTERNEWS, Public Relations and Advertising Manager
Telman Yolchiyev	World Learning, Program Director
Kevin Carew	World Learning, Tbilisi Office Georgia, Country Director
Salome Kerashvili	World Learning, Tbilisi Office Georgia, Program Assistance
William Pat Rowe	ACDI/VOCA, Agricultural Consultant
Other Donors	
Mark Costellino	ADRA, Programs Officer, Baku
Anne Woodworth	ADRA, Technical Assistance, Washington
Dr. Reinhold Schuette	GTZ, Head of Project, Agricultural Policy Project
Marcel Schwicker	GTZ, Head of Office
Nicholas Ash	International Federation of Red Cross and Red Crescent Societies, Agricultural Project Manager
NGO and Local Organizations	
Jonelle Glosch	American Chamber of Commerce in Azerbaijan, Executive Director
Abesadze Pridon	Rustavi Chemical Plant, General Representative Azerbaijan
Beka Tagauri	ATA, Chairman, Georgia, Tbilisi
Others	
Dr. Sadig Salakhov	MAF, Institute of Economy and Organization of Agriculture, Director
Dennis M. Smyth	IBM, Senior Business Consultant, Arlington
Wahid Jemai	JECOT S.A., International Trade of Raw Cotton and other Cotton Products
Shalva Margalitadze	JSC Azot, Rustavi, Georgia, Sales Marketing Manager
Olga Dolburt	Israel Embassy, Second Secretary, Baku
Rafael Abbasov	Israel Embassy, Director of Economic & Trade Relations Department
Shlimak Alexander	Israel Embassy, Baku